# **III. ENROLLING A LOAN**

# A. Overview

The lender must **complete** the following forms and documentation with each loan enrollment request:

Three forms, the Loan Enrollment Application, the NAICS Print-Out, and the Borrower Eligibility Form need to be submitted to CalCAP. The Borrower Certification is to be retained in the lender's file. The Privacy Notice should be provided to the Borrower. A Pre-Qualification must be submitted if a loan is being made for over \$500,000.

	Submit to CalCAP	Provide to Borrower	Retain in Loan File
Loan Enrollment Application for Air Resources Board (ARB)     Programs	1		
2. NAICS Print-Out	1		
3. ARB On-Road Borrower Eligibility Form			
4. Borrower Certification for Air Resources Board Programs			4
5. Privacy Notice		√	
6. Prequalification Form - only if regular CalCAP loan is \$500,000 or More	1		



CalCAP loan enrollment applications must be **received** at CalCAP within **15 business days of the "Date of First Disbursement" (Date of Loan)** by email, fax, or regular mail:

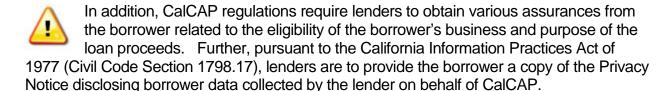
- CalCAP@Treasurer.ca.gov
- **(916)** 589-2805
- CPCFA/CalCAP ARB 915 Capitol Mall, Room 457 Sacramento, CA 95814

# ARB On-Road Heavy Duty Diesel Program Loan Enrollment

Before submitting an ARB On-Road loan enrollment application, lenders should ensure the following pertinent documentation is fully completed:

#### Required

- ✓ CalCAP Air Resources Board Programs Loan Enrollment Application
- ✓ ARB Borrower Eligibility Form
- ✓ NAICS Print-Out



CalCAP does not prescribe a standard format for the ARB Program borrower certification and privacy notice to be distributed. An example of the documents can be found in Chapter VII of this manual and on CalCAP's website at:

- ✓ Borrower Certification: http://www.treasurer.ca.gov/cpcfa/calcap/arb/certification.pdf
- ✓ Privacy Notice: http://www.treasurer.ca.gov/cpcfa/calcap/forms/privacy.pdf

These document does not need to be submitted with the loan enrollment package but should be maintained with the borrower's loan file and made available to CalCAP for review upon request.

# B.1. Instructions for Completing the ARB On-Road Loan Enrollment Form and the Borrower Eligibility Form

This section provides instructions for lenders on how to complete two forms required to enroll a loan with the ARB On-Road program:

- 1) ARB On-Road Loan Enrollment Application
- 2) ARB On-Road Borrower Eligibility

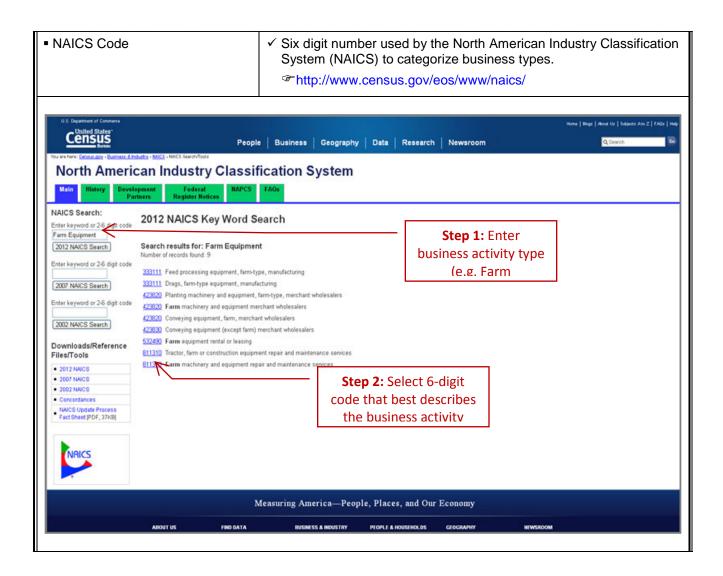
A copy of the forms can be found in Chapter VII of this manual. However, lenders should always check CalCAP's website for the most current versions:

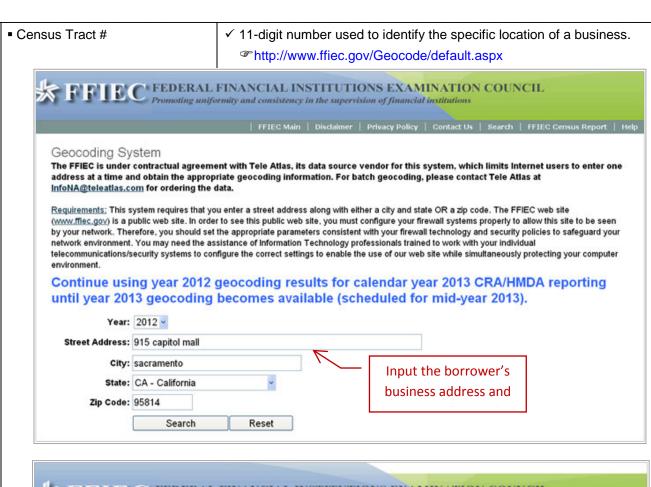
- Loan Enrollment Application: http://www.treasurer.ca.gov/cpcfa/calcap/arb/enrollment.pdf
- Borrower Eligibility: http://www.treasurer.ca.gov/cpcfa/calcap/arb/eligibility.pdf

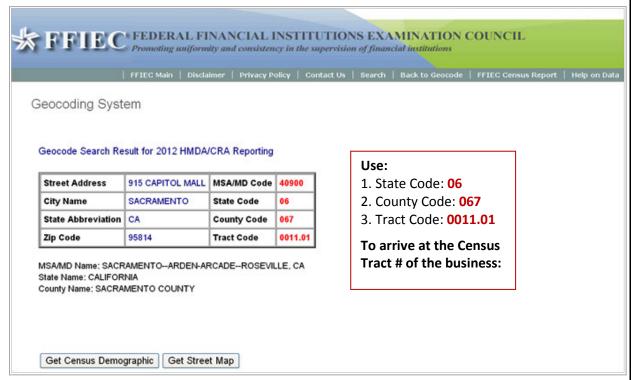
# Form 1: CalCAP ARB Programs Loan Enrollment Application

Lender Information Section			
	TAL ACCESS PROGRAM 201 Pinancing Authority 202 Sacramento, CA 95814 203 Fax (916) 589-2805		
CalCAP AIR F	CalCAP Use Loan # Only Date Resources BOARD (ARB) PROGRAMS LOAN ENROLLMENT APPLICATION		
Lender Information  Participating Lender  Loan Officer Name  Loan Officer Email	Lender ID# Phone		
Field:	Information Needed:		
■ Participating Lender	✓ Name of the financial institution.		
• Lender ID #	✓ The financial institution's assigned CalCAP Lender ID. This number was issued and provided on the signed copy of the lender's "Financial Institution Enrollment" agreement and the "Welcome Letter" that accompanied it. (This number never changes.)		
Loan Officer Name	✓ Name of lender representative CalCAP can contact with questions about this enrollment.		
■ Loan Officer Email	✓ Email of Loan Officer named above.		
■ Phone	✓ Direct phone number with area code for Loan Officer named above.		

Borrower Information Section			
Borrower Information			
Name	DBA		
Address	City County Zip		
Type of Business/Activities			
Average Annual Revenues Last 3 Years \$			
Number of Employees	Jobs created Jobs retained		
Will loan monies be used at above address? [	Yes □No If no, location where loan will be used:		
Address	CityZip		
NAICS Code http://www.census.gov/eos/v	Census Tract # http://www.ffiec.gov/Geocode/default.aspx		
Purpose of Loan			
Is business minority owned? ☐Yes ☐No	☐ Decline to Answer     Is business woman owned? ☐ Yes ☐ No ☐ Decline to Answer		
Is business veteran owned? ☐ Yes ☐ No	☐ Decline to Answer		
Field:	Information Needed:		
■ Name	✓ Name of the primary borrower representing the business.		
■ DBA	✓ Name of the business, sole proprietor, partnership, corporation, etc.		
Address, City, County, Zip	✓ Address of the business.		
■ Type of Business/Activities   ✓ List the function of the business. "What does the business do?" (e.g retail sales, carpet cleaning, burger restaurant, etc.)			
	Refer to the FAQs in Chapter VI for business function examples.		
Average Annual Revenue Last 3     Years	✓ List the borrower's combined average annual business revenue for the last three years—rounded to the nearest whole dollar amount.		
	If the business is a start up, use the current income or \$0.		
■ Number of Employees	✓ Number of all full-time or part-time employees of the business. Must be a minimum of 1 and cannot exceed 100.		
	Refer to the FAQs in Chapter VI for instructions on how to report the number of employees.		
Jobs created	✓ Number of jobs created for the business as a result of the loan.		
	FIf jobs are not created as a result of the loan, use "0".		
<ul><li>Jobs retained</li></ul>	✓ Number of jobs retained for the business as a result of the loan.		
	FIf jobs are not retained as a result of the loan, use "0".		
■ Will loan monies be used at above address? □Yes □No			
If no, location where loan will be used: Address, City, County, Zip	✓ If answered "no", list the address of where the loan proceeds will be used.		
	Fif answered "yes", leave address, city, county, zip fields blank.		







■ Purpose of Loan	✓ Brief description of the use of loan proceeds (e.g. "working capital" or "purchase equipment").		
■ Is business minority owned?  □Yes □No □Decline to Answer  ✓ The business is minority owned if at least 51% of the business i owned by one or more minority individuals.			
■ Is business woman owned?  □Yes □No □Decline to Answer	✓ The business is woman owned if at least 51% of the business is owned by one or more women.		
■ Is business veteran owned?  □Yes □No □Decline to Answer			
Loan Information Section			
Loan Information			
Lender Loan Number	Type of Loan:		
Total Loan Amount \$	Loan Amount Enrolled in CalCAP \$		
Date of First Disbursement (Date of Loan)	Maturity Date		
Interest Rate%	☐ Variable Is the loan secured? ☐ Yes ☐ No		
Name of ARB Program  On-Road  Off-	Road Prop 1B		
Field:	Information Needed:		
■ Lender Loan Number	✓ List the unique loan number associated with the borrower's loan.		
	If the enrollment is a pre-qualification request, leave field blank.		
■ Type of Loan:  □Line of Credit □Term Loan  □TRAC Lease	✓ Check <b>one</b> box only.		
■ Total Loan Amount	✓ The total amount loaned to the borrower associated with the unique		
- Total Loan Amount	loan number.		
<ul> <li>Loan Amount Enrolled in CalCAP</li> </ul>	✓ The portion of the loan the lender requests to enroll with CalCAP.  This amount should be equal to or less than the amount in the "Total Loan Amount" field.		
	Use this amount to calculate applicable lender and borrower premiums.		
<ul> <li>Date of First Disbursement (Date of Loan)</li> </ul>	✓ Date of loan (if term loan) or date of first disbursement (if line of credit).		
	This date triggers the clock for the 15-day deadline to submit an enrollment application to CalCAP.		
	If the enrollment is a pre-qualification request, leave this field blank.		
■ Maturity Date	✓ The date (MM/DD/YYYY) the enrolled loan matures.		
	If the enrollment is a pre-qualification request, leave this field blank.		
■ Interest Rate	✓ Annual Percentage Rate (APR) for the enrolled loan.		
■ □Fixed □Variable	✓ Indicate whether interest rate remains the same (fixed) or changes (variable) over the life of the loan.		
	FIf answered "variable", provide the starting rate and the index		

	the variable rate is tied to.			
■ Is the loan secured?  □Yes □No				
■ Name of ARB Program □On-Road □Off-Road □Prop 1B				
Signature and Certification Section	n			
CALIFORNIA CAPITAL ACCESS PRO California Pollution Control Financing Au CalCAP@treasurer.ca.gov				
Borrower Name	Lender Loan Number			
By enrolling this loan the Participa initial each item):	ing Financial Institution certifies, based in part on information provided by the Borrower ( <u>please</u>			
* all capitalized terms are defined in 4	CCR §8070 of the California Code of Regulations.			
The loan is a Qualified Loan as define	ed in 4 CCR §8070(s) of the California Code of Regulations.			
The business receiving the Qualified Regulations.	Loan is a Qualified Business, as defined in 4 CCR §8070(r) or 4 CCR §8078.2(c) of the California Code of			
The Qualified Loan is for a business a Code of Regulations.	ctivity that has its Primary Economic Effect in California as defined in 4 CCR §8070(o) of the California			
The Participating Financial Institution will provide information from financial records of the Borrower upon request of the Executive Director o the CPCFA, and the Participating Financial Institution has obtained the consent of the Borrower to such disclosure.				
The Participating Financial Institution equitable, interest in the Fees or the M	has obtained a written representation from the Borrower that the Borrower has no legal, beneficial or latching Contribution.			
The enrolled amount of the loan does \$2,500,000 for other Air Resources B	not exceed \$1,500,000 for the Air Resources Board On-Road Heavy Duty Diesel Vehicle Program; oard programs.			
The Participating Financial Institution applicable licenses or permits needed	has obtained a written representation from the Borrower that it has secured or made application for all to conduct its business.			
The Participating Financial Institution substantially similar to the Program.	has not, and will not, enroll the same loan or portion thereof in any other government program			
The Borrower has received the CPCF	A/CalCAP Privacy Notice.			
The Participating Financial Institution applicable federal banking regulation	acknowledges that its lending activities are subject to safety and soundness standards as set forth in any i.			
Authorized Lender Sign	ature Title Date			
Field:	Information Needed:			

■ Borrower Name	✓ Name of borrower.  Field will auto-fill if the form is completed electronically.
■ Lender Loan Number	✓ List the unique loan number associated with the borrower's loan.    If the enrollment is a pre-qualification request, leave field blank.  Field will auto-fill if form is completed electronically.
■ 9 Spaces for Initials	✓ Lender to initial all 9 assurances.
Authorized Lender Signature	✓ To be signed by the Lender designated as an authorized signer.
■ Title	✓ Title of the Lender designated as an authorized signer.
■ Date	✓ Date the enrollment was signed.

#### Form 2: CalCAP ARB On-Road Borrower Eligibility Form

# Section I Borrower's Name Lender's Loan #

ON-ROAD HEAVY-DUTY VEHICLE AIR QUALITY LOAN PROGRAM (HDV AIR QUALITY LOAN PROGRAM):
BORROWER ELIGIBILITY CRITERIA AND SELF-CERTIFICATION FORM

California Pollution Control Financing Authority (CPCFA) 915 Capitol Mall, Rm. 457 Attention CalCAP Program Sacramento, CA 95814

The undersigned Borrower hereby applies to the California Pollution Control Financing Authority (CPCFA) for funds to pay the Borrower's premium for participation in the CPCFA's California Capital Access Program (CalCAP). The lender will submit this form with the standard CalCAP Loan Enrollment Form to CPCFA. For assistance, lenders please call CPCFA staff at (916) 654-5610.

#### SECTION I

By initialing on each line, the Borrower certifies that each statement below is true and correct.

The Borrower will use the program only to purchase on-road diesel-powered heavy-duty vehicles and equipment for compliance with the California Air Resources Board's (ARB) Statewide In-Use Truck and Bus Regulation (section 2025, title 13, article 4.5, chapter 1, California Code of Regulations) and the Heavy-Duty Vehicle Greenhouse Gas Emission Reduction Regulation (sections 95300 to 95312, title 17, subarticle 1, California Code of Regulations). Eligible purchases with loan proceeds include:

- Used and new tractors equipped with 2007 2009 model year engines certified to engine emission standards of 1.20 g/bhp-hr NOx and 0.01 g/bhp-hr PM or cleaner;
- Tractors equipped with 2010 and later model year engines ARB-certified to 2010 and later model year emission standards;
- U.S. EPA-approved SmartWay aerodynamic technologies (examples: trailer side skirts, front trailer fairings, rear tail fairings, dual- or single-wide low-rolling resistance tires);
- ARB-verified diesel emission control devices (exhaust retrofits).

The Borrower certifies that his/her fleet has 40 or fewer on-road heavy-duty diesel vehicles subject to either of the two regulations referenced in the above statement, or is a non-profit entity that meets all other CalCAP requirements (non-profit organizations may have more than 40 vehicles but must satisfy all other requirements of the CalCAP).

By initialing, the Borrower certifies that either (a) or (b) below is true and correct. If the Borrower has not received an ARB grant in (a) or (b) below, or has not applied to receive a grant in (a) or (b) below, DO NOT INITIAL EITHER STATEMENT.

The Borrower certifies that he/she has received a grant through the ARB's Proposition IB Goods
Movement Emission Reduction Program for the vehicle being financed, or has applied for a Proposition 1B grant for the vehicle being financed.

(b) The Borrower certifies that he/she has received a grant through the ARB's Carl Moyer Program On-Road Heavy-Duty Vehicle Voucher Incentive Program (VIP) for the vehicle being financed, or has applied for a VIP grant for the vehicle being financed.

Field:	Information Needed:
■ Borrower's Name	✓ Provide the borrower's name.
■ Lender's Loan #	✓ List the unique loan number associated with the borrower's loan.

■ Yellow Blank Spaces ✓ Borrower to initial the statement(s) if applicable	
■ Green Blank Spaces	✓ Borrower to initial the statement (s) if applicable

#### Section II

#### **SECTION II**

By initialing on each line, the Borrower certifies that each statement below is true and correct. Please also provide the applicable information in the table below, including the engine manufacturer and model year of a tractor that is replaced with a tractor purchased with loan proceeds.

The Borrower certifies that he/she meets state and federal requirements to operate in California.

The Borrower agrees to allow ARB staff or its designee to inspect the affected vehicle.

	Additional Information for C	ompletion by the Borrowe	er
For Tractor Purchas	es		
	Engine Manufacturer	Engine Model Year	SmartWay Certified? <sup>a</sup> (Y)es or (N)o
New Purchase			N/A <sup>b</sup>
Used Purchase			N/A
Replaced Tractor (if purchase is to replace an existing tractor)			N/A
For ARB-Verified Die	esel Emission Control Device	(Exhaust Retrofit) Purcha	ses
	Device Manufacturer	Technology Type (e.g., DPF)	N/A
Diesel Emission Control Device			N/A
For Trailer Purchase	es	•	
	Trailer Manufacturer	Model Year	N/A
Trailer			
For U.S. EPA Approx	ved SmartWay Aerodynamic T	echnology Purchases <sup>c</sup>	
	Technology Manufacturer	Technology Type (e.g., side skirt, gap fairing, low-rolling resistance tires, etc.)	N/A
Technology			N/A
Technology			N/A

<sup>&</sup>lt;sup>a</sup> Trailers may be eligible for financing ONLY in conjunction with an eligible tractor, ARB-verified diesel emission control device, or U.S. EPAapproved SmartWay aerodynamic technology. SmartWay certification is only required for trailers subject to the Heavy-Duty Vehicle Greenhouse Gas Emission Reduction Regulation.

N/A = Not Applicable

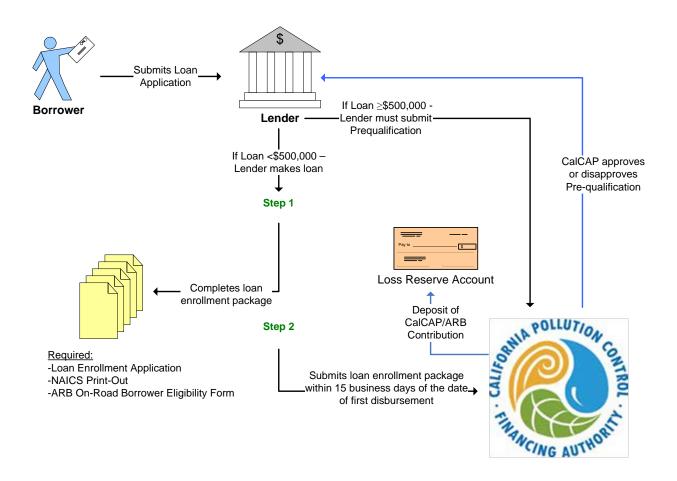
#### For Tractor Purchases

Field:	Information Needed:	
<ul><li>Yellow Blank Spaces</li></ul>	✓ Borrower to initial the statement(s) if applicable	
<ul><li>New Purchase</li></ul>	✓ Indicate whether the loan is for a new <b>or</b> used tractor purchase.	
<ul><li>Used Purchase</li></ul>	✓ List the engine manufacturer and engine model year.	
<ul> <li>Replaced Tractor</li> </ul>	✓ Indicate whether the tractor is SmartWay certified.	
	✓ If the purchase replaces an existing tractor, list the existing tractor's engine manufacturer and engine model year.	

<sup>&</sup>lt;sup>c</sup> Financing may only be used to purchase U.S. EPA-approved SmartWay technologies or a combination of technologies for installation on tractors and trailers that must comply with the Heavy-Duty Vehicle Greenhouse Gas Emission Reduction Regulation.

	For ARB-Verified Diesel Emission Control Devices (Exhaust Retrofit) Purchases			
Field: Information Needed:				
<ul> <li>Diesel Emission Control Device</li> </ul>	<ul> <li>✓ List the device manufacturer.</li> <li>✓ Indicate the technology type (e.g. Diesel Particulate Filter, Catalytic Converter)</li> </ul>			
For Trailer Purchases				
Field:	Information Needed:			
<ul><li>Trailer</li></ul>	<ul> <li>✓ List the trailer manufacturer and trailer model year.</li> <li>✓ Indicate whether the trailer is SmartWay certified.</li> </ul>			
For U.S. EPA Approv	ed SmartWay Aerodynan	mic Technology Purchases		
<ul> <li>Technology</li> <li>For each technology installed on tractors or trailers:</li> <li>✓ List the technology manufacturer.</li> <li>✓ Indicate the technology type (e.g. side skirt, gap fairing, low-rolling resistance tires, etc.)</li> </ul>				
Section III				
(Business Name)  (Print Borrower's Name)  (Borrower's Signature)		(Date) (Phone Number)		
(CPCFA Review: Sig	(CPCFA Review: Signature and Title) (Date)			
		Information Needed:		
<ul> <li>■ Business Name</li> <li>✓ List the business name.</li> <li>✓ Print Borrower's Name</li> <li>✓ Borrower signing the certification.</li> <li>✓ Date borrower signs the certification.</li> <li>✓ Business Address</li> <li>✓ List the business address.</li> <li>✓ List the business phone number</li> <li>✓ CPCFA Review: Signature and Title</li> <li>✓ Do not write on this line (CalCAP use only).</li> <li>✓ Do not write on this line (CalCAP use only).</li> </ul>		<ul> <li>✓ Print the borrower's name.</li> <li>✓ Borrower signing the certification.</li> <li>✓ Date borrower signs the certification.</li> <li>✓ List the business address.</li> <li>✓ List the business phone number</li> <li>✓ Do not write on this line (CalCAP use only).</li> </ul>		

# C.2. Summary ARB On-Road Loan Enrollment Flow



# CalCAP ARB Economic Hardship Addendum

Lender Information Section			
	CalCAP Use Only		
CalCAP AIR RESOURG	CES BOARD (ARB) PROGRAM ECONOMIC HARDSHIP ADDENDUM		
<u>Lender Information</u>			
Participating Lender	Lender ID#		
Loan Officer Name	Phone		
Loan Officer Email			
Field: Info	ormation Needed:		
	lame of the financial institution.		
1 0			
a	✓ The financial institution's assigned CalCAP Lender ID. This number was issued and provided on the signed copy of the lender's "Financial Institution Enrollment" agreement and the "Welcome Letter" that accompanied it. (This number never changes.)		
	✓ Name of lender representative CalCAP can contact with questions about this enrollment.		
■ Loan Officer Email ✓ E	mail of Loan Officer named above.		
■ Phone ✓ D	Pirect phone number with area code for Loan Officer named above.		
Borrower Information Section	on		
Borrower Information			
Name	DBA		
Address	City County Zip		
Type of Business Activity			
Field:	Information Needed:		
■ Name	✓ Name of the primary borrower representing the business.		
■ DBA	✓ Name of the business, sole proprietor, partnership, corporation, etc.		
■ Address, City, County, Zip	✓ Address of the business.		
■ Type of Business/Activities  ✓ List the function of the business. "What does the business do?" (e retail sales, carpet cleaning, burger restaurant, etc.)  ✓ Refer to the FAQs in Chapter VI for business function examples			
■ Phone	✓ Primary phone number of the borrower.		

Loan Information Section			
Loan Information  Purpose of Loan  Total Loan Amount \$  CHECK ANY OR ALL THAT APPLY:  The applicant participated fully in the lender's application process.  The applicant does not qualify for a loan to purchase a model year vehicle with a purchase price of \$  The applicant does not qualify for a loan to purchase a retrofit with a quoted purchase price of \$  The applicant does not qualify for lease for a model year vehicle manufactured by  for a period of years.			
Field:	Information Needed:		
■ Purpose of Loan	✓ Brief description of the use of loan proceeds (e.g. "truck purchase" or "retrofit purchase").		
■ Total Loan Amount	✓ The total amount requested by the borrower associated with loan or lease for a compliant truck or equipment.		
■ ☐ The applicant participated fully in the lender's application process.	<ul> <li>✓ Checking this box indicates that the borrower complied with all requests made by the Participating Financial Institution during the underwriting process. For example, the borrower offered up available collateral or committed to a down payment with available cash if collateral or a down payment were required as part of the loan approval process.</li> <li>✓ This box should not be checked if the borrower did not provide information, documentation or fulfill other requirements of the loan approval process.</li> </ul>		
■ The applicant does not qualify for a loan to purchase a model year vehicle with a purchase price of \$	<ul> <li>✓ Check this box if the borrower requested a loan for a truck, but does not qualify for the loan based on the lender's underwriting criteria.</li> <li>✓ Provide the model year of the engine in the vehicle, as well as the price of the truck for which the loan was requested.</li> </ul>		
■ ☐ The applicant does not qualify for a loan to purchase a retrofit with a quoted purchase price of \$  ■ ☐ The applicant does not qualify for lease for a model	<ul> <li>✓ Check this box if the borrower requested a loan for a retrofit, but does not qualify for the loan based on the lender's underwriting criteria.</li> <li>✓ Provide the price of the retrofit for which the loan was requested.</li> <li>✓ Check this box if the borrower requested a lease, but does not qualify for the lease based on the lender's underwriting criteria.</li> </ul>		
year vehicle manufactured byfor a period of	✓ Provide the model year of the engine, the manufacturer of the vehicle		

years.	and the number of years for which the lease was requested.		
Signature and Certification Section			
By signing below the Participating Financial Institution certifies that the above information is true and accurate and that the Borrower was provided a copy of the CalCAP/ARB Heavy Duty Vehicle Air Quality Loan Program Privacy Notice.			
Lender Authorized Signer Name (Printe	d) Lender Authorized Signature	Date	
By signing below the Borrower certifies that the information in the Borrower Information Section above is true and accurate, that the Borrower was provided a copy of the CalCAP/ARB Heavy Duty Vehicle Air Quality Loan Program Privacy Notice and that the Borrower consents for the lender to transmit this form to ARB's Mobile Source Control Division in support of the Borrower's claim for an economic hardship extension under the Truck and Bus Rule.			
Borrower Name (Printed)	Borrower Signature	Date	
Borrower Name (Printed) Field:	Information Needed:	Date	
	-		
Field:  Lender Authorized Signer	Information Needed:  ✓ Printed name of the individual signing as	the Lender Authorized	
Field:  Lender Authorized Signer Name	Information Needed:  ✓ Printed name of the individual signing as Signer.	the Lender Authorized  Lender Authorized Signer.	
Field:  Lender Authorized Signer Name  Date	Information Needed:  ✓ Printed name of the individual signing as Signer.  ✓ Date the addendum was signed by the L  ✓ To be signed by the individual designate	the Lender Authorized  Lender Authorized Signer.	
Field:  Lender Authorized Signer Name  Date  Authorized Lender Signature	Information Needed:  ✓ Printed name of the individual signing as Signer.  ✓ Date the addendum was signed by the L  ✓ To be signed by the individual designate the lender.	the Lender Authorized  Lender Authorized Signer.  d as an authorized signer of	

#### Instructions for submission of Economic Hardship Addendum:

- 1. The lender will submit the completed and signed Economic Hardship Addendum to the CalCAP email box at <a href="CalCAP@treasurer.ca.gov">CalCAP@treasurer.ca.gov</a> . Per ARB rules, the last day these forms may be submitted is **December 31, 2014**.
- 2. CalCAP staff will provide ARB with each signed addendum received in the CalCAP email box.
  - ✓ The lender may provide a copy of the signed addendum to the borrower; however the borrower should be informed that ARB will <u>only</u> accept submissions transmitted from Participating Financial Institutions via CalCAP.